
Most Recent News on TEDCO and Maryland's Business Incubators

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The latest from TEDCO and Maryland's Business Incubators:

TEDCO:

- TEDCO & NAVSEA -Indian Head Division host '**An Explosion of Technology**' Tech Showcase

Incubators:

- Howard County Economic Development Authority's NeoTech Incubator
- Maryland Technology Development Center (MTDC)
- Technology Advancement Program (TAP)
- UMBC Technology Center

**TEDCO & NAVSEA - Indian Head Division Host
'An Explosion of Technology' Tech Showcase**

Showcase Highlights MEMS, Nano and Environmental Technologies

TEDCO and the Naval Sea System Command (NAVSEA) Indian Head Division will host "**An Explosion of Technology**" on July 24 from 9 a.m. to 3 p.m. in Indian Head, Md.

The showcase will feature presentations on Indian Head's advances in MEMS devices and clean room capabilities, as well as specialty chemicals, composite materials, environmental remediation and manufacturing technology. The morning session will be followed by lunch and a laboratory tour.

For more information on the showcase, contact Anita Balachandra at 410-715-4170.

TO REGISTER: Visit www.mdhitech.org by July 17, 2001.

Other upcoming Federal Technology Showcases include:

Carderock — October 9

PAX River — October 30

More information to follow.

**Howard County Economic Development Authority's NeoTech Incubator
Columbia, MD**

www.hceda.org/incubator

Contact: Carol Morrison, email: cmorrison@hceda.org

New and Noteworthy

A new partnership, a new product and a new guidance office keep Neotech busy this summer.

- **a2z, Inc.** has entered into a strategic partnership with GMG Solutions, a marketing firm based in Arlington, Va. GMG will lead a select management and marketing team to develop a host of strategies and solutions to assist a2z Inc. in expanding its customer base in both the local and national marketplace. a2z creates web based software designed to help organizations better manage trade shows, conferences and seminars.
- **Sphere Software Corporation**, an e-business software company, has announced the availability of its XITE™ Lite Toolkit via download on its website. XITE, which stands for XML Intelligent Transform

Engine, is a unique rules-based methodology through which information systems process semantic information. Such a framework provides a means of analyzing and transforming data into manageable information by reasoning over the data based on high-level policies.

- Neotech's newly formed **Funding Guidance Office** opened its doors May 22, 2001. Volunteers from the community's financial institutions have generously donated their time to work with those seeking funds for research and development and unclear of where and how they should proceed.

Maryland Technology Development Center (MTDC) Rockville, MD

www.mdhitech.org

Contact: Duc Duong, email: dduong@md.hitech.org

New and Noteworthy

MTDC graduated a biotech company and has a visit from the Montgomery County Executive. They also welcome two new tenants, adding cardiology software experts and intellectual property licensing to the incubator.

- **Aptus Genomics** graduated from MTDC on June 20 and moved into their newly leased 12,000 square-foot lab facility in Gaithersburg, Md. Aptus Genomics is a biotechnology company engaged in the development of a technology platform used to discover, qualify and utilize families of human genes for pharmaceutical research.
- Montgomery County Executive **Douglas Duncan** visited MTDC on June 19 to personally congratulate **Protiveris** and **bConvergent** for winning Maryland Incubator Companies of the Year Awards. Protiveris was the winner in the Life Science category and bConvergent won in the Communication category.

New Tenants at MTDC

- **Austin Systems** – Rayol Augustus, President & CEO
Austin Systems seeks to develop, evaluate and distribute a non-invasive cardiovascular cartography imaging system and associated cardiology software in the U.S., Canada and South America.
- **Clairus Technologies** – Martha Connolly, Senior VP of Licensing
Clairus Technologies is a biotechnology company that selectively invests in early stage technologies and provides them the necessary scientific and business resources to make them commercially successful. Clairus licenses intellectual property and creates products, services and/or companies while maximizing the value of intellectual assets from university and government labs. Clairus was established with funding from Emerging Technology Partners, a genomics venture capital fund.

Technology Advancement Program (TAP) University of Maryland, College Park

www.tap.umd.edu

Contact: Irene Barbe, email: ih2@umail.umd.edu

New and Noteworthy

Two new companies have joined TAP, which is already at full capacity. Things are heating up this summer with a new company specializing in thermal management technologies and a biotech company in the field of purified protein production.

- Due to a 100% occupancy rate in the TAP building, two new tenants are being housed in another campus building until graduations in September free up space. To help address the space crunch, TAP has had a meeting to develop the details of a feasibility study for additional incubator space. In May, TEDCO awarded TAP a \$10,000 matching grant for the incubator feasibility study. This study will look at several

options, including new construction, renovation of an existing building, adding incubator space to a building under architectural development or leasing space in a commercial office building within walking distance of campus.

New Tenants at TAP

- **Advanced Thermal and Environmental Concepts, Inc. [ATEC]** – Dr. Michael Ohadi, CEO
ATEC develops “smart” miniaturized thermal management technologies for various mechanical, electronic and high-tech environments where there is a need for products that are “more efficient, faster, smaller, and lighter.” ATEC is focused on miniature heat exchanger and miniature pump markets where improving designs for the transport, dissipation and management of heat and mass is crucial. These markets include the commercial truck and auto industries; military air and ground vehicles; and electronic, high-tech cooling and thermal management systems.
- **ProGen, Inc.** – Dr. Peter Shin, CEO
ProGen is a biotechnology company in the field of purified protein production. ProGen’s customers are research labs, medical institutions and pharmaceutical companies that can use purified, functional proteins to extend research and commercialization projects related to Human Genome discoveries. The company will also develop, refine and manufacture a unique Protein Array System, called UPA, which will aid in the development of diagnostic test kits.

UMBC Technology Center University of Maryland, Baltimore County

www.umbc.edu

Contact: Paul Levin, email: plevin@umbc.edu

New and Noteworthy

Profitable partnerships with a major convenience store and a national organization are keeping two companies at UMBC plugged in this summer.

- **Emeron**, a full-scale Internet development, hosting, promotion and consulting company, has just launched Wawa’s (regional convenience store) new website. This completely revised website has popular features including a store locator, job opportunities and merchandise. Visit www.wawa.com to view the site.
- **RWD Technologies**, a manufacturing, consulting and technology solutions provider recently secured a multi-year contract with the American Institute of Certified Public Accountants (AICPA) to support the organization's online learning center. This is the first time RWD has offered its web-based online learning system to clients. The value of the deal was not disclosed, but RWD said it will expand as more members use the online services.

The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corp. (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, federal and university laboratories to increase technology transfer and Maryland’s eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Jim Sanders serves as TEDCO’s Director of Incubator Programs.

Maryland’s Incubator Update is distributed monthly and is designed and compiled by MGH Public Relations. To submit information, contact Elizabeth Roberts at (410) 902-5015 or elizabeth@mgphpr.com. For information about TEDCO, contact Tara Murphy at (410) 902-5058 or tara@mgphpr.com or log onto www.marylandtedco.org.